

AUGUST 2011



# Spotlight

## ON ISM GROUPS AND FORUMS



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**This publication is a report of current activities and information from the ISM Special Interest Groups and Forums, and is provided to the ISM membership. Articles are in alphabetical order by the Group or Forum name. Please take a look at what the Groups and Forums of interest to you are doing.**

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### Chemical Group

#### Mission/Purpose

The objectives of the ISM Chemical Group are to:

- Foster and promote the interchange of ideas and cooperation among its members
- Disseminate information of interest and benefit to its members on subjects such as sourcing fundamentals, marketing, management, finance, market trends, various chemical products, materials management, distribution and transportation
- Foster ethical supply management practices
- Encourage the institution of courses and seminars in schools and other organizations for the practical training of supply management professionals
- Strive by all legitimate means to advance the supply management profession in the chemical industry.

#### 2011 ISM Chemical Group Conference

The 2011 Chemical Group Conference took place March 3-4, 2011, in Atlanta at the Hilton Garden Inn. The event theme — “Economic Challenges: The Chemical Reaction” — featured topics and guests including “ISM’s Report On Business®” by Norbert Ore, former chair of the ISM Manufacturing Business Survey Committee; “The Future of North American Natural Gas Supplies” by Ed Kelly, vice president, Wood Mackenzie; “Category Management and Contracting Process” by Randy Carlson, Shell; and many others. The panel of speakers provided participants with the latest trends in the economy, energy, key commodities and the latest in procurement technology to help them with the ongoing changes in the chemical industry.

## 2011 DCAT/ISM Sourcing Summit

Together with the Drug, Chemical and Associated Technologies (DCAT), the ISM Chemical Group held its annual Sourcing Summit on July 13-14, 2011, at the Sheraton Newark Airport Hotel in Newark, New Jersey. This event is a joint effort among DCAT, the ISM Chemical Group and the ISM Pharmaceutical Forum. The theme this year was "Innovative Sourcing – What Is It and How Can You Foster Innovation at Your Company?" During the two-day Summit, participants learned what innovation *really is*, heard from companies that are using innovative business practices, processes and approaches, and had the opportunity to interact with supply chain professionals.

## 2012 ISM Chemical Group Conference

Plans are already under way for the 2012 Chemical Group Conference on March 1-2, 2012, at the New York-New York Las Vegas Hotel and Casino. Please plan on attending this informative event. More details will be available in the coming months or you can contact Paul Kane, C.P.M. at +1 317/277-7310 or [kane\\_paul\\_e@lilly.com](mailto:kane_paul_e@lilly.com).

**Submitted by Paul Kane, C.P.M., CPIM**  
*Group Chair*

## Electronic Supply Management Group (ESMG)

### Attention ESGM Members — Your Group Needs Your Input!

Please help the ISM Electronic Supply Management Group (ESMG) determine what it needs to focus on by completing the ISM ESGM Member Benefit Survey. All you need to do is answer a few questions:

- What types of benefits would you find most useful?
- Which of the benefits are you likely to use?
- List the topics you would like to explore through educational events.

The survey is available on the ISM website at [www.ism.ws/surveys/index.cfm?SurveyID=1181](http://www.ism.ws/surveys/index.cfm?SurveyID=1181). Thank you in advance for your input.

If you have any questions, please contact Jan Miller at [jmiller@ism.ws](mailto:jmiller@ism.ws) or Lynn Marstiller at [lmrastiller@ism.ws](mailto:lmrastiller@ism.ws).

### Call for Volunteers for the ISM ESGM Board

The ISM Electronic Supply Management Group (ESMG) is looking for volunteers for its leadership team. The ESGM is composed of members who have an interest in all types of supply management opportunities on the Internet.

If you are interested in serving on this leadership team, please complete the following survey:

- Your Areas of Interest – [www.ism.ws/surveys/index.cfm?SurveyID=1180](http://www.ism.ws/surveys/index.cfm?SurveyID=1180)

If you have any questions, please contact Jan Miller at [jmiller@ism.ws](mailto:jmiller@ism.ws).

## Federal Acquisition and Subcontract Management Group

ISM's Federal Acquisition and Subcontract Group (FASMG) is seeking new members. We support and serve supply chain professionals working in the federal acquisition area, including state and local government. Our focus includes education and assistance through web seminars, networking and quarterly subcontracting tips.

Our group meeting is held every year at the ISM Annual International Supply Management Conference and Educational Exhibit. This year it was in Orlando, Florida. We had a strong turnout of officers and were able to accomplish an outline for the year's activities.

Our plans for the year include two Web seminars, four subcontracting tips programs and a group meeting at the 97th ISM Annual International Supply Management Conference and Educational Exhibit in Baltimore. We are currently seeking someone to fill the position of secretary. Please contact Lorena Mague if you are interested. Visit our website at [www.fasmg.org](http://www.fasmg.org) for current events and activities, as well as to join the group.

This year's officers are:

**Chair** — Lorena Mague, CPSM, C.P.M. — Meggitt Defense Systems, Inc.

**Vice Chair** — Rene G. Rendon, DBA,, CPSM, C.P.M., CPCM, PMP — U.S. Naval Postgraduate School

**Treasurer** — Grace Diloires, C.P.M. — AeroVironment, Inc.

**Membership** — Holly Raphaelson, MBA, C.P.M., FCPM, CPPO, FCCN — City of Sunrise

**Secretary** (Open)

**Director** — Ernest Gabbard, CPSM, C.P.M., CPCM — Allegheny Technologies, Inc.

**Director** — Henry Garcia, C.P.M. — Asentrene, Inc.

**Publicity/Newsletter** — Carol Street, CPSM, C.P.M. — Northrop Gruman

We look forward to hearing from you. You can contact any officer of the group (contact information is on our website) or contact [lorena.mague@meggitt.com](mailto:lorena.mague@meggitt.com).

**Submitted by Lorena Mague, CPSM, C.P.M.**  
*Group Chair*

## Healthcare Group

### Attention Healthcare Group Members — Your Group Needs Your Input!

Please help the Healthcare Group determine what it needs to focus on by completing the ISM Healthcare Group Member Benefit Survey. All you need to do is answer a few questions:

- What types of benefits would you find most useful?
- Which of the benefits are you likely to use?

- List the topics you would like to explore through educational events.

The survey is available on the ISM website at [www.ism.ws/surveys/index.cfm?SurveyID=1177](http://www.ism.ws/surveys/index.cfm?SurveyID=1177). Thank you in advance for your input.

If you have any questions, please contact Jan Miller at [jmiller@ism.ws](mailto:jmiller@ism.ws) or Lynn Marstiller at [lmartiller@ism.ws](mailto:lmartiller@ism.ws).

### Call for Volunteers for the ISM Healthcare Group Board

The ISM Healthcare Group is looking for volunteers for its leadership team. The Healthcare Group is composed of supply management professionals who are involved with hospitals and other healthcare institutions, and manufacturers and distributors of healthcare products and services.

If you are interested in serving on this leadership team, please complete the following survey:

- Your Areas of Interest — [www.ism.ws/surveys/index.cfm?SurveyID=1175](http://www.ism.ws/surveys/index.cfm?SurveyID=1175)

If you have any questions, please contact Jan Miller at [jmiller@ism.ws](mailto:jmiller@ism.ws).

## Hospitality Supply Management Forum

The mission of ISM's Hospitality Supply Management Forum (HSM) is to be the premier education and networking forum for hospitality industry supply management. In support of its mission, the HSM Forum offers an annual spring conference, provides a website to inform members and potential members about HSM Forum activities, and offers valuable resources that assist hospitality supply management professionals in their jobs and through professional certification.

### 2012 Spring Conference

Plans are under way for the 2012 Hospitality Supply Management Conference. Details about the Conference will be posted on the HSM website at [www.ism.ws/sites/hospitalitysupplymgmt](http://www.ism.ws/sites/hospitalitysupplymgmt) in coming months.

### Certified Professional in Hospitality Supply

The Certified Professional in Hospitality Supply (CPHS) qualification was introduced at the 2009 Hospitality Supply Management Conference. This new certification does not affect current holders of the previous qualification, the Certified Food Purchasing Manager (CFPM). The new program was developed to focus on the expanded knowledge and strategic issues that hospitality supply management professionals face both now and in the future.

Candidates for the new designation will be required to have a minimum of three years of full-time professional (nonclerical, nonsupport) supply management experience in the hospitality field, and to pass a 175-question exam within the time allotted (2.5 hours). Some of the areas covered by the exam include strategic sourcing, risk management and sustainability.

Original certification will be valid for three years, and recertification requires 30 Continuing Education Hours (CEHs) during the certificate period. Complete details concerning the CPHS certification program are available at the HSM website ([www.ism.ws/sites/hospitalitysupplymgmt](http://www.ism.ws/sites/hospitalitysupplymgmt)).

**Submitted by Donald J. Miller, C.P.M., CPHS, CFPM**  
*Forum Chair*

## Indirect-MRO Group

### Attention Indirect-MRO Group Members — Your Group Needs Your Input!

Please help the Indirect-MRO Group determine what it needs to focus on by completing the ISM Indirect-MRO Group Member Benefit Survey. All you need to do is answer a few questions:

- What types of benefits would you find most useful?
- Which of the benefits are you likely to use?
- List the topics you would like to explore through educational events.

The survey is available on the ISM website at [www.ism.ws/surveys/index.cfm?SurveyID=1179](http://www.ism.ws/surveys/index.cfm?SurveyID=1179). Thank you in advance for your input.

If you have any questions, please contact Jan Miller at [jmiller@ism.ws](mailto:jmiller@ism.ws) or Lynn Marstiller at [lmartiller@ism.ws](mailto:lmartiller@ism.ws).

### Call for Volunteers for the ISM Indirect-MRO Group Board

The ISM Indirect-MRO Group is seeking volunteers for its leadership team. This Group is composed of supply management professionals who are involved in the procurement of indirect material and MRO supplies versus the raw materials directly contained in the finished products.

If you are interested in serving on this leadership team, please complete the following survey:

- Your Areas of Interest — [www.ism.ws/surveys/index.cfm?SurveyID=1176](http://www.ism.ws/surveys/index.cfm?SurveyID=1176)

If you have any questions, please contact Jan Miller at [jmiller@ism.ws](mailto:jmiller@ism.ws).

## Logistics and Transportation Group

ISM's Logistics and Transportation Group (LTG) submitted a budget with a positive working balance for the first time in three years.

LTG and the Southwest Forum are again co-sponsors of the 65th Annual Southwest Supply Management Conference. There will be a five-session logistics track during the conference, November 2-4, 2011, in New Orleans, at the Astor Crowne Plaza. Please mark the dates on your calendar.

Also, LTG is a co-sponsor with the ISM New York/New Jersey Forum of the ISM New York/New Jersey Forum Conference, October 28-29, 2011, at the Radisson Hotel in Corning, New

York. The Group will have a two-session logistics track at the conference. Mark your calendar for the conference.

The Group continues to contribute to the *Parcel eUpdate Newsletter*, a monthly series written by the ISM's Logistics and Transportation Group board members, who are practitioners, consultants and educators. In the near future, these columns will be available on the Group's website, along with other practical resources. Many thanks to George Yarusavage for his efforts in spearheading the *Parcel eUpdate Newsletter* column and to Ron Grossman for working on the website.

Thanks to all the new members who continue to join our Group. More than 67 percent of our membership have been members for three years or less.

**Submitted by Thomas L. Tanel, C.P.M., CCA**  
Group Chair

## Materials Management Group

**Seminar of the Year** — Members are invited to the Materials Management Group (MMG) "Spend Management and Select Procurement Topics, Searching For Savings" seminar workshop in downtown Salt Lake City on September 15-16, 2011, co-sponsored by ISM—Utah, Inc. Visit [www.ismmmg.org](http://www.ismmmg.org) for additional information and updates. Download and complete the form and fax it to +1 480/752-7890 or e-mail it to [ctate@ism.ws](mailto:ctate@ism.ws). Seating is limited. We look forward to seeing you there.

**Great Speakers** — The MMG has many knowledgeable speakers and facilitators in our Group who can provide seminars, workshops and conferences. If an affiliate is interested in co-sponsoring with the MMG, please contact Karl Harward at [karl.harward@slcgov.com](mailto:karl.harward@slcgov.com) for available dates and potential speakers.

**ISM 2010 Groups and Forums Excellence Award** — In May



2011, the MMG was honored with ISM's Groups and Forums Excellence Award at the 96th ISM Annual International Supply Management Conference in Orlando, Florida. It was one of only

two Groups and Forums in 2010 achieving this level of excellence. In 2009, the MMG won the Group or Forum of the Year Award. It's great to be a member of such a great Group. If you are interested in volunteering or being a member of the board of directors, please send an e-mail with a letter of interest to the MMG Nominating Committee c/o Karl Harward ([karl.harward@slcgov.com](mailto:karl.harward@slcgov.com)).

**Free MMG Membership** — We encourage ISM members to enroll in the MMG through the ISM website, [www.ism.ws](http://www.ism.ws). It's free to join. The Group is seeking ISM members to represent the MMG in their local affiliate. Currently there are a couple of vacant positions. We need volunteers and ideas on how to add value for members and the profession. The MMG has a discussion and announcement page on LinkedIn ([www.linkedin.com](http://www.linkedin.com)) and then search for "materials management group."

**Mission/Vision** — The MMG promotes professional development, best practices, networking opportunities and co-sponsorships with ISM affiliates, and ISM Groups and Forums. Our field encompasses all aspects of materials management, including supply management, contracts, negotiation, production planning, purchasing, inventory management, warehousing, traffic, transportation and other related activities. For more than 20 years, the MMG has sponsored hundreds of conference speakers, workshops, seminars and other professional development activities.

**ISM Members** — We continue to revitalize the MMG and invite interested ISM members to participate. We are working to establish closer ties with ISM affiliates and increase MMG's enrollment, as well as ISM affiliate memberships. Visit our website, [www.ismmmg.org](http://www.ismmmg.org), and send us questions about materials management issues. A panel of experts will respond to your inquiries.

**Newsletter** — The MMG newsletter has articles by leading supply management professionals, and our editorial staff welcomes your articles. Contact the Group to be added to the newsletter distribution list or for general inquiries. As a membership benefit and networking aid, the membership directory will be distributed to MMG members only.

We look forward to working with you this year and next.

## Materials Management Group Officers

**Chair** — Karl W. Harward, MBA

**Vice Chair** — Mary Walker, CPSD, C.P.M., A.P.P.

**Past Chair** — Ken Killen, Ed.D., C.P.M.

**Director & Coordinator — Sponsoring Programs ISM Conference** — Fred Lutz, C.P.M., CIRM

**Director** — Ray Hopkins, C.P.M.

**Director** — Sheila Petcavage, C.P.M.

**Director** — Biman Ghosh, Ph.D., PMP

**Technology Adviser** — Bob Bonnell, C.P.M., MCP

**Director** — M. Bixby Cooper, Ph.D.

**Director** — Steven A. Melnyk, Ph.D.

**Submitted by Karl Harward**  
Group Chair

## New York/New Jersey Forum

At its winter planning meeting in Binghamton, New York, ISM's New York/New Jersey Forum (NY/NJ) finalized its 2011-2012 budgets, elected executive directors and board of directors, named committee chairs and planned the Forum's 2011 annual conference.

The Forum's 11th annual conference will be in Corning, New York, October 28-29, 2011. The conference theme is "Managing Risk in Your Supply Chain." Plans for the conference include:

- Review session for the CPSM® Bridge Exam, Friday, October 28, 2011.

- CPSM® Bridge Exam, Saturday, October 29, 2011
- (CPSM® Alert: ISM is offering the CPSM® Bridge Exam through the end of 2015. The last date to register for the CPSM® Bridge Exam is **December 31, 2014**. Don't miss the review and exam sessions the Forum is offering October 28-29, 2011.)
- Microsoft's ACCESS Level I Version 2007 program will be offered as an all-day session.
- Track sessions on Incoterms and logistics
- Panel format — topic to be determined — questions and open floor for discussion
- Friday night networking and Halloween costume contest — come dressed in your best scary or funny disguise
- Luncheon and awards, Saturday, October 29, 2011
- Suppliers will display goods and services
- An overview of the Corning area and a wine tasting will be offered by the owner of a local Corning Wine Store Friday evening.

More details will be available soon.

Some members may remember Terry McLaughlin of NAPM—Syracuse. Terry, who was a dear friend to many and was instrumental in the formation of the ISM NY/NJ Forum, lost his battle with cancer on February 26, 2010. In his honor, we renamed one of our Person of the Year awards to the J.T. McLaughlin Leadership Award. We are excited to present this award for the first time at our 2011 conference.

As in the past, the Halloween costume contest will be a fundraiser, and all proceeds will be given to TAPS 150. The mission of TAPS 150 is to "commemorate the origin of Taps in 1862 and to present events and public presentations for the purpose of educating the general public and furthering public awareness and understanding of this important part of our American cultural and military heritage." Visit their website at <http://taps150.org>.

TAPS 150 will give a short presentation about its efforts. Gerald McDonald, C.P.M., ISM—Finger Lakes, is a proud member of TAPS 150 and he will play his bugle for us.

## NY/NJ Forum — Executive Directors — 2011

**Chair** — Ann Marie Wayne, C.P.M., Buffalo, New York

**1st Vice Chair** — Ed Riggie III, C.P.M., Binghamton, New York

**2nd Vice Chair** — Dave Duprey, Syracuse, New York

**Secretary & Treasurer** — Debora Csontos, CPSM, CPSD, C.P.M., New Jersey

**Conference & Facilities Chair** — Guy Haddix, CPSM, New Jersey

## NY/NJ Forum — Directors — 2011

Kathy Perna, New Jersey

Maria Kiwalle-McBride, CPSM, CPSD, C.P.M., New Jersey

Gerald McDonald, C.P.M., A.P.P., Finger Lakes, New York

Sherri Pappas, Syracuse, New York

Kathleen Campbell, C.P.M., Buffalo, New York

For more ISM NY/NJ Forum information, visit [www.ismnynj.org](http://www.ismnynj.org).

**Submitted by Ann Marie Wayne, C.P.M.**  
*Forum Chair*

## Northeast Supply Management Group

ISM's Northeast Supply Management Group (NSMG) is hosting a one-day Affiliate Leadership Training Program on Saturday, October 1, 2011, at the Best Western Royal Plaza Hotel and Trade Center in Marlborough, Massachusetts. This is the first affiliate leadership training session in the northeast in some time. Workshop leaders/speakers include Kevin Williams, former chair of NSMG (technology and social media networking), Charlotte Mihok, executive director, ISM—Connecticut (secretaries/treasurers; bylaws and policies) and Jan Miller (presidents/vice presidents; boards of directors; the basics and the essentials of leadership). Miller is vice president — affiliate support, for ISM. All ISM affiliates in the northeast are invited to participate.

NSMG will also offer a free two and a half-hour "Supplier Diversity" seminar, led by Cheryl Snead, president and CEO of Ban-necker Industries, Inc. on Sunday, October 2, 2011. The seminar is for members who attend the Leadership Training Program and are staying for the New England Supply Chain Conference (NESCON), which beings the evening of October 2, 2011. It is also open to anyone who is interested in learning more about supplier diversity programs.

NSMG will join local APICS and NERT chapters to sponsor NESCON, the annual supply chain conference, on Monday, October 3, 2011. For more information on this event, visit [www.nescon.org](http://www.nescon.org).

A special thanks to the ISM team based in Tempe, Arizona, for assisting NSMG with its educational programs by handling online registrations for these events. Registration for all of the professional development opportunities is available through the NSMG website at [www.nsmg.info](http://www.nsmg.info).

**Submitted by Diane Cotter, C.P.M.**  
*Group Chair*

## Pharmaceutical Forum

Members of the Pharmaceutical Forum represent large to mid-sized pharmaceutical/biotech companies and meet at various times throughout the year to benchmark and share best practices. The Forum is working on developing a series of collaborative projects with graduate students at Rutgers University and Arizona State University. The Forum expects to submit several opportunities/ideas to the universities for students to consider for the fall semester. This practitioner/academic collaboration effort offers member companies insight into best practices while providing students exposure to real-life business issues. The Forum hopes to sponsor a series of meetings to share insights and ideas from the collaboration.



Pharmaceutical/biotech supply management leaders interested in joining the Pharmaceutical Forum community, please contact Bill Stirling, C.P.M., Bristol-Myers Squibb, at [william.stirling@BMS.com](mailto:william.stirling@BMS.com).

### Strategic Sourcing Summit 2011, Newark New Jersey, July 13-14, 2011

ISM's Pharmaceutical Forum, along with the ISM Chemical Group and the Drug, Chemical and Associated Technologies (DCAT) organization again joined forces at the Strategic Sourcing Summit 2011, on July 13-14, 2011, in Newark, New Jersey. Participants learned what innovation really is. In addition, they heard from companies that are actively using innovative practices, processes and approaches, and interacted with professionals from these companies to discover how they can develop and implement their own innovative concepts.

The conference, now in its 11th year, was considered a success. Nearly 200 supply management professionals participated in innovation exercises and learned from such innovation leaders as **Puneet Sapra**, director, worldwide business development & innovation, Pfizer Inc. and **Paul Sidhu**, vice president, marketing & strategy, DSM Pharmaceutical Products. All participants received a complimentary copy of *Fast Innovation: Achieving Superior Differentiation, Speed to Market, and Increased Profitability* by Michael L. George, James Works and Kimberly Watson-Hemphill.

### Upcoming Events

Forum meeting hosted by Eli Lilly & Company, September 28-29, 2011

### Supplier Diversity Subcommittee Activity

The Supplier Diversity Pharmaceutical Forum (SDPF) is a subcommittee of the Pharmaceutical Forum and is composed of supplier diversity professionals from the pharmaceutical industry. The subcommittee has been busy this year, most recently examining best practices at non-pharmaceutical companies and seeking ways to incorporate those best practices into existing programs. The subcommittee also met with leaders from the Minority Business Development Agency (MBDA) and Veterans Affairs (VA) to improve working relationships and better understand regulatory reforms. The subcommittee participated in various supplier development and outreach programs, as well.

Industry diversity leaders interested in joining the subcommittee can contact either Kathleen Castore, Sanofi-Aventis, [kathleen.castore@sanofi-aventis.com](mailto:kathleen.castore@sanofi-aventis.com) or Sheri Shafir, Novartis Pharmaceuticals Corporation, [sheri.shafir@novartis.com](mailto:sheri.shafir@novartis.com).

**Submitted by Christopher Silva CPSM, C.P.M.**  
*Forum Secretary/Treasurer*

## Services Group

The ISM Services Group held its biannual meeting and reception at the ISM Annual International Supply Management Conference & Educational Exhibit in Orlando, Florida. The meeting

was well-attended and provided an opportunity for networking and socializing. The ISM Services Group received the ISM's Group or Forum of the Year Award at the Conference. The dedication of the Group's leadership team and the participation of the many members of the ISM Services Group contributed to the award.

Planning is almost complete for the next major event — the 12th Annual ISM Services Conference, December 1-2, 2011, at the Pointe Hilton Tapatio Cliffs Resort in Phoenix. Some of the topics include:

- Saving Lives, Saving Money: Supply Chain Management at the Red Cross
- Reducing Costs and Driving Value in Your Corporate Mobility Spend
- What You Need to Know About Software Licensing
- Selecting the Right Consultant
- Navigating Uncharted Sourcing Territory
- Marketing and Advertising Through Enlightened Procurement
- Insights in Services Purchasing
- Negotiating Services

Mark your calendar and plan to attend one of ISM's most popular events, which offers both educational and networking opportunities.

The ISM Services Group was formed in 2000 so that professionals with a common interest in the procurement of services-related indirect spend would have a forum for sharing ideas and best practices. To accomplish this, the ISM Services Group sponsors several events throughout the year, including the annual conference, "chat" sessions and audio presentations/webinars.

For event updates or further information about the ISM Services Group, visit [www.ismservicesgroup.com](http://www.ismservicesgroup.com).

**Submitted by Fred Ledbetter, C.P.M.**  
*Group Chair*

## Southwest Forum

The ISM Southwest Forum (SWF) is dedicated to enhancing professionalism in the field of supply management. The SWF provides excellent educational opportunities to our members. To accomplish its goals, the SWF sponsors the Southwest Supply Management Conference (SWSMC). The conference includes educational, networking and benchmarking opportunities. The SWF website, [www.ismswscf.org](http://www.ismswscf.org), is the central information outlet for all SWF news, activities and programs.

The SWSMC has been held for 64 years, using the experience and knowledge of an all-volunteer group.

The SWF governing body recognizes the value of our volunteer base, and extends the opportunity to our members to expand their knowledge and experience by participating in the planning and execution of the conference. Forum members



interested in volunteering can contact the SWF Chair, Mary Walker ([marwil.walk@verizon.net](mailto:marwil.walk@verizon.net)). Recognition awards are presented annually to select members in recognition of outstanding service to the Forum.

## Mission

It is the mission of the SWF to provide the highest level of educational development opportunities to every member of the SWF and make those opportunities available to all supply management professionals.

## Vision

- To ensure the future growth of the Southwest Forum's Annual Supply Management Conference (SWSMC)
- To provide Forum members with the opportunity to attend a quality educational conference at a low cost
- To recognize and reward volunteer service to the SWF by its members.

The Southwest Forum includes ISM members within a 10-state area consisting of Arizona, California, Colorado, Kansas, Louisiana, Nevada, New Mexico, Oklahoma, Texas and Utah.

Our 65th Annual Southwest Supply Management Conference was in New Orleans on November 2-4, 2011.

**Mary Walker, CPSD, C.P.M., A.P.P.**

*Forum Chair*

## Steel Buyers Forum

### Spring 2011 Meeting Report

The 2011 Spring ISM Steel Buyers Forum (SBF) met during ISM's 96th Annual International Supply Management Conference and Educational Exhibit in Orlando, Florida, on May 16-17, 2011. Highlighting the meeting was a presentation by Gerdau's Steve Murphy, marketing manager, construction products, Midlothian, Texas. Murphy presented a products perspective in today's market. Another speaker, Kevin Williams of American Express Corporate Services, spoke on "Value Selling," the art of selling oneself in business and the workplace.

Special thanks to Gary E. Roberts, C.P.M., Pacesetter Steel Service, Inc., and programs chair for a successful meeting with interesting and engaging speakers.

### Steel Buyers Forum Officers and Subcommittee Chairs

**Chair** — David H. Schwind, C.P.M., Custom Steel Processing

**Vice Chair** — Angela Reed, JMS Russell Metals

**Secretary/Treasurer** — Anita L. Hain, C.P.M., A.P.P., SAF – Holland USA

### Standing Subcommittees

**Immediate Past President** — Robert Elsasser, C.P.M., Behlen Manufacturing

**Website** — Al Bandman, Arcleor Mittal Tubular Products

**Programs** — Gary E. Roberts, C.P.M., Pacesetter Steel Service, Inc.

**Communications** — Francis Ruan, Olympic Steel, Inc.

**Membership** — Ben Van Slooten, ITW Drawform

**Surveys** — Tiffany Armas, Donaldson Company

**Steel Buyers Forum website** — [www.ism.ws/sites/steel](http://www.ism.ws/sites/steel)

### Fall Meeting — 2011

The ISM Steel Buyers Fall Meeting, November 2011, in Calvert, Alabama, will feature a tour of the state-of-the-art ThyssenKrupp Steel USA facility.

Please contact Gary E. Roberts at [groberts@pacesettergroup.net](mailto:groberts@pacesettergroup.net) with any suggestions or ideas for future meetings. Look for updates and more information on the ISM Steel Buyers Fall Meeting in the near future.

### Membership

If you are interested in joining the ISM Steel Buyers Forum, please contact David Schwind at [dschwind@customsteelpro.com](mailto:dschwind@customsteelpro.com) or Ben Van Slooten at [benv@drawform.com](mailto:benv@drawform.com).

### Qualifications for the ISM Steel Buyers Forum

Active members of ISM who perform the usual duties of supervising, buying or managing the procurement of steel are eligible for membership in the Forum.

The prospective member should:

- Represent a major steel products consumer and be responsible for the purchase of a minimum of 50,000 tons of carbon steel or the dollar equivalent in specialty steels
- Have experience in steel procurement
- Have a good reputation in the steel community
- Subscribe to and practice ISM Principles and Standards of Ethical Supply Management Conduct
- Maintain ISM membership status and be cleared with ISM headquarters prior to formal invitation to join the ISM Steel Buyers Forum Executive Committee
- Be willing to attend two SBF meetings per year

Additionally, the member must agree to be active and attend four out of six Forum semiannual meetings over a three-year period, cannot represent a steel producer or scrap dealer, and no more than one member from one company or corporate entity shall be allowed.

**Submitted by Angela Reed**

*Forum Vice Chair*

## Supplier Diversity Group

### Mission Statement

The mission of the ISM Supplier Diversity Group (SDG) is to educate, motivate and provide leadership and expertise to ISM members in order to drive supplier diversity initiatives.

## McDonald Award

This award is given in honor of the first chair of the group, Charles J. McDonald Jr., and is presented annually to an ISM member in recognition of exemplary contributions in the inclusion of diverse suppliers. This year's recipient is Michael Meko, director of generation sourcing, PG&E, San Francisco. The presentation was made by SDG Chair, Joan Kerr at the 96th Annual ISM International Supply Management Conference and Educational Exhibit in Orlando, Florida.

## Preconference Seminars

The SDG conducted a preconference seminar prior to the ISM Annual Conference. The session, "How to Develop and Manage a Supplier Diversity Program," was updated this year to reflect the changing strategies in supply chain management and global sourcing. It is designed for sourcing professionals interested in a strategic approach to integrating supplier diversity into their company's supply chain process.

## Conference Workshops

The SDG sponsored four workshops during the conference: How to Develop and Leverage Diverse Suppliers: Leading Best Practices/Mentoring; Mentor/Protégé Process Orientation; Leveraging a Mentoring Program to Build Capacity for Your Diverse Suppliers; and Maximizing Opportunities and Minimizing Risk With Diverse Suppliers.

## Annual Meeting and Networking Reception

The annual meeting of the SDG was held during the ISM Annual Conference. The SDG reviewed the upcoming fiscal year's strategic plan as well as its ongoing project, "Program in a Box." The meeting was followed by a networking reception, which provided attendees the opportunity to meet the McDonald Award recipient and to talk with Group members.

## Speakers Available

SDG board members are available to speak about supplier diversity strategies, and particularly minority and women business development. The board includes representatives from various industries, major corporations, educational institutions and the media.

**Submitted by Ginger Conrad**  
*Group Public Relations Chair*

## Supply Chain Risk Management Group

The ISM Supply Chain Risk Management Group (ISM SCRMG) is the newest of the special-interest groups to be formed by ISM for members with a common interest in understanding and mitigating risk in the supply chain. The Group welcomes all interested ISM members, and invites you to visit the Group's website

at [www.ism.ws/sites/riskmgmt/](http://www.ism.ws/sites/riskmgmt/) ([www.ism.ws](http://www.ism.ws); Members Only; Affiliates, Groups & Forums; Group & Forum Web sites; Supply Chain Risk Management Group) for information about its activities and resources.

## History

The ISM Risk Management Group was formed following the 2010 ISM Annual International Supply Management Conference and Educational Exhibit, based on the interest shown in the track of Conference sessions devoted to risk management in the supply chain. A group of volunteers agreed to serve as an initial board of directors for the Group, with Richard D. Rich, C.P.M., as the Group's first chair.

A LinkedIn discussion group was created for members of the ISM Risk Management Group in August 2010, and plans began for a new track of sessions at the 2011 ISM International Supply Management Conference and Educational Exhibit. In addition, a web seminar was held for members of the Group, highlighting the topics that would be covered during the Conference sessions. The topics included: Best Practices in Supply Chain and Supplier Risk Management; Strengthening Your Supply Chain Through Risk Management Processes; Identifying and Mitigating Supply Chain Risk; The Successful Implementation of a Supplier Risk Mitigation Solution; Implementing a Supply Chain Risk and Opportunity Strategy; The Supply Chain Risk Management Dashboard – Techniques and Tools; and Core Risk and Performance Technologies You Can't Afford to Be Without.

Prior to the 2011 ISM International Conference in Orlando, Florida, the Group's board asked the approval of the membership to change its name to the ISM Supply Chain Risk Management Group, to describe more accurately the focus of the Group's activities. The change was approved by the Group and submitted to the ISM Board of Directors; the change was made official following the ISM Board's approval during its meeting in May 2011.

## Current Activities

The risk track at the ISM International Conference again attracted many interested attendees and, following the Conference, the Group began to discuss the possibility of a stand-alone event that would focus on supply chain risk management.

As of August 2011, plans have begun for an ISM Supply Chain Risk Management Conference to be held sometime in the summer of 2012. More details about this event will be posted to the ISM and ISM Supply Chain Risk Management Group websites as they are finalized.

For more information about the ISM SCRMG, please visit its website or contact a member of its board. Their contact information may be found at [www.ism.ws/sites/riskmgmt/Officers.htm](http://www.ism.ws/sites/riskmgmt/Officers.htm) ([www.ism.ws](http://www.ism.ws); Members Only; Affiliates, Groups & Forums; Group & Forum Web sites; Supply Chain Risk Management Group; Officer Directory).

**Submitted by Richard D. Rich C.P.M.**  
*Group Chair*



## Utility Purchasing Management Group Forum

The Utility Purchasing Management Group Forum's (UPMG) 80th annual educational conference will be this fall in Louisville, Kentucky. Tony Hsieh, CEO of Zappos.com, will speak at the opening session Monday, September 19, 2011. The UPMG conference takes a strategic approach to supply chain leadership.

Founded in 1924, the UPMG's milestone 80th conference will be September 18-20, 2011, at the Convention Center and the Hyatt Regency Hotel in Louisville, Kentucky. This year's theme is "Hitting the Trifecta." The program will offer three sessions on topics of importance to utility supply chain executives:

- 1) Strategic Solutions
- 2) Process Excellence
- 3) Talent Management

The conference focuses on issues for supply management professionals in the energy industry; however, supply managers in other industries may find the strategic sessions valuable.

Invited conference speakers include:

- Vic Staffieri, Chair, CEO and president, LG&E and KU Energy
- Tony Hsieh, CEO, Zappos.com
- Kerry Bowers, National Carbon Capture Center
- Joe Hunter, Sustainability Alliance
- Jack Sohl, Ph.D., chief sustainability officer, Southern California Edison
- Andy Flores, ScottMadden
- Richard Muller, Ph.D., author of *Physics for Future Presidents*
- Sandra Byrd, vice president strategic affairs, Arkansas Electric Cooperative
- Curt Coffman, author
- Don Leavens, Ph.D., chief economist, National Electrical Manufacturers Association (NEMA)

This year's conference is hosted by LG&E and KU Energy, an energy services company based in Louisville, Kentucky. For information about the educational conference, tabletop display session, benchmarking study or the charity golf tournament, visit [www.upmg.org](http://www.upmg.org).

### Supply Chain Metrics Benchmarking Study

For the eighth year, UPMG is partnering with Applied Energy Group to conduct a comprehensive supply chain metrics benchmarking study for the electric and gas utility industry. The study, which includes energy generation and transmission/distribution, is a collection of critical data from participating companies. The data are analyzed and, during a post-conference session on September 21, are presented and discussed. This year's benchmarking study is now open. For more information, contact Lonny O'Rourke ([ORourkeJr@us.ngrid.com](mailto:ORourkeJr@us.ngrid.com)). The results of the study are available to participants only.

## Annual Charity Golf Tournament

More than 10 years ago, UPMG hosted a golf tournament prior to the opening reception of its annual conference. After a few years, the tournament became a charity event and it has raised US\$70,000 for various local charities in conference cities. In 2011, UPMG's Charity Golf Tournament will be at Louisville's Persimmon Ridge Golf Course and benefit the Power of One charity in Louisville, Kentucky. To participate in this year's tournament, register at [www.upmg.org](http://www.upmg.org).

## Staying in Touch

Keep informed about UPMG, the annual conference, benchmarking and other opportunities by signing up for more information at [www.upmg.org](http://www.upmg.org).

## Make Plans

A recent ROI study indicated that the average UPMG participant receives a return in excess of 700 percent on investment of registration and travel expenses. The 80th Annual UPMG Conference will be held in Louisville, Kentucky, September 18-20, 2011 — register today!

**Submitted by Russ Steward, TVA**  
Group Chair

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**A brief description for each of ISM's Groups and Forums is provided on page 13. You can become a member now by signing up using the enrollment form on page 14, or online at [www.ism.ws](http://www.ism.ws) — Members Only — Affiliates, Groups and Forums — Group/Forum Enrollment Form.**

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# Upcoming Conferences/Events

## **80th Annual Conference of the Utility Purchasing Management Group Forum**

September 18-20, 2011  
Hyatt Regency Louisville  
Louisville, KY  
[Conference Information](#)

**Register Now!**

## **NSMG Affiliate Leadership Workshop**

*Hosted by ISM's Northeast Supply Management Group*  
October 1, 2011  
Best Western Royal Plaza Hotel & Trade Center  
Marlborough, MA  
[Program Information](#)

**Register Now!**

## **2011 New England Supply Chain Conference & Exhibition**

October 3, 2011  
Best Western Royal Plaza Hotel and Trade Center  
Marlborough, MA  
[Conference Information](#)

**Register Now!**

## **Materials Management Group Workshop Co-Sponsored With ISM—Utah, Inc.**

*"Spend Management and Select Procurement Topics, Searching for Savings"*  
October 21, 2011  
For information, visit [www.ismmmg.org](http://www.ismmmg.org)

## **11th Annual ISM New York/New Jersey Conference**

*"Managing Risk in Your Global Supply Chain"*  
October 28-29, 2011  
The Radisson Corning Hotel  
Corning, NY  
[Conference Brochure](#)

**Register Now!**

## **65th Annual Southwest Supply Management Conference**

November 2-4, 2011  
Astor Crowne Plaza  
New Orleans, LA  
[Conference Information](#)

**Register Now!**

## **4th Annual ISM Sustainability and Social Responsibility Conference**

November 7-8, 2011  
Disney's BoardWalk Inn  
Lake Buena Vista, FL

**Register Now!**

[Sponsorship/Exhibit Opportunities Available](#)

## **12th Annual ISM Services Conference**

December 1-2, 2011  
Pointe Hilton Tapatio Cliffs Resort  
Phoenix, AZ  
[Sponsorship/Exhibit Opportunities Available](#)

## **ISM's 9th Annual Black Executive Supply Management Summit**

February 8-9, 2012  
Hilton DFW Lakes Executive Conference Center  
Grapevine, TX  
[Sign-up](#) to receive registration and program information!

## **ISM's 5th Annual Hispanic Supply Management Summit**

February 8-9, 2012  
Hilton DFW Lakes Executive Conference Center  
Grapevine, TX  
[Sign-up](#) to receive registration and program information!

## **ISM's 4th Annual Women Executive Supply Management Summit**

February 8-9, 2012  
Hilton DFW Lakes Executive Conference Center  
Grapevine, TX  
[Sign-up](#) to receive registration and program information!

## **2012 Chemical Group Conference**

March 1-2, 2012  
New York New York Las Vegas Hotel & Casino™  
Las Vegas, NV  
Details will be available soon at [www.ism.ws/sites/chemicalgroup/](http://www.ism.ws/sites/chemicalgroup/)

## **2012 Hospitality Supply Management Conference**

Details will be available soon at [www.ism.ws/sites/Hospitalitysupplymgmt](http://www.ism.ws/sites/Hospitalitysupplymgmt)

## **Mark Your Calendar for ISM's 97th Annual International Supply Management Conference!**

May 6-9, 2012  
Baltimore, MD  
Registration Opens  
October 2011

Register by December 31, 2011, and \$AVE on regular registration fees!

[Exhibit Prospectus \(PDF\)](#)

[Volunteers Needed!](#) Register with NAPM—Maryland to work at the ISM Annual Conference.



**BaltiMore!**  
Maryland | May 6-9, 2012

# ISM News

## Connect With Fellow CPSM®s and CPSD™s



Feeling a bit alone and frustrated while studying for your exams? Are you already a CPSM® or CPSD™ but want to discuss a work issue with like-minded individuals? Join the [CPSM® LinkedIn Group](#) or the [CPSD™ LinkedIn Group](#).

These highly interactive groups are a forum to ask your peers what they found helpful during their exam preparation. You might even connect with people in your area to form a study group.

There are many group members who have already achieved their designation who can share their exam experience. They are also able to give you a different perspective on a work issue or help you locate a hard-to-source product or service.

## Committee for Sustainability and Social Responsibility Publishes Handbook

ISM recently added the *Sustainability and Social Responsibility Handbook* to its line of resources for the supply management profession. Written by the ISM Committee on Sustainability and Social Responsibility (CSSR), the *Sustainability and Social Responsibility Handbook* provides real-world examples of how companies are implementing sustainability and social responsibility excellence across the supply chain.

Geared specifically for supply professionals, the handbook offers a wealth of information on sustainability and social responsibility in one easy-to-use volume. It includes the *ISM Principles of Sustainability and Social Responsibility*, *ISM Standards of Ethical Supply Management Conduct*, a business case for sustainability and social responsibility, metrics and performance criteria, and recent articles from ISM publications. The handbook also has a section devoted to CAPS Research, containing environmental performance benchmarking samples and a focus study on environmental supply management initiatives.

To order the *Sustainability and Social Responsibility Handbook*, go to the ISM website at [www.ism.ws](http://www.ism.ws) and select Products, Products Catalog, Books and then *Sustainability and Social Responsibility Handbook*, or call ISM Customer Service at 800/888-6276 or +1 480/752-6276, option 8. The cost is US\$49 for ISM members and US\$69 for nonmembers.

## Call for Papers for the North American Research Symposium on Purchasing and Supply Chain Management

Are you looking for a way to get the word out on your organization's best practices? Consider submitting a proposal to present your information at the 22nd Annual North American Research Symposium on Purchasing and Supply Chain Management, March 2012 in the Phoenix metropolitan area. Abstracts and proposals for the symposium will be accepted beginning Monday, September 26, 2011, and the deadline is Friday, October 21, 2011.

The symposium provides a unique forum for both academicians and practitioners to share completed research, as well as support collaboration and encourage increased interdisciplinary research in purchasing and supply management. The program includes addresses by senior business leaders, provocative panel discussions, presentations of competitively selected original research papers, sessions on instructional techniques and material, and time for discussion and collaboration.

Practitioners are especially encouraged to participate in the symposium. Options for content of practitioner papers are (1) best practice case studies (e.g., implementation of a new organizational structure) or (2) a topical review (e.g., a comparison of e-procurement tools). The paper must be at least five pages in length to be considered. Practitioner papers can only be submitted by practitioners themselves.

In addition to practitioner papers, submissions will also be accepted in the categories of (1) competitive proposals, (2) working papers, (3) symposium session proposals and (4) teaching cases. Refer to the NARS information on the ISM website for definitions of these categories and specific details on formatting and requirements to submit an abstract or proposal. Go to [www.ism.ws](http://www.ism.ws) and select Education – Seminars, Conferences, Academic and Student Opportunities, and then North American Research Symposium (NARS).

Abstracts and proposals will proceed through a blind review and be rated on appropriateness of the topic for the symposium, organization (logical flow of ideas), theoretical soundness, appropriateness of the research methodology and contribution to research or instruction. Authors of accepted papers will be notified by December 19, 2011, and final papers are due February 1, 2012. Abstracts or papers should be e-mailed to:

North American Research Symposium  
c/o Valerie Gryniewicz, Manager  
Education, Institute for Supply Management™  
[vgryniewicz@ism.ws](mailto:vgryniewicz@ism.ws)

## GROUP AND FORUM CHAIRS

### Groups

#### Chemical Group

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www.ism.ws/sites/  
chemicalgroup

#### Electronic Supply Management Group

Vacant

#### Federal Acquisition and Subcontract Management Group

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#### Global Group

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#### Healthcare Group

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medicalindustry

#### Indirect-MRO Group

Vacant  
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#### Logistics and Transportation Group

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#### Materials Management Group

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#### Northeast Supply Management Group

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#### Services Group

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#### Supplier Diversity Group

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#### Supplier Management Group

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suppliermanagement

#### Supply Chain Risk Management Group

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drich@seminole-electric.com  
www.ism.ws/sites/riskmgmt

#### Women in Leadership Group

Brynn Matkoski  
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### Forums

#### Hospitality Supply Management Forum

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CFPM  
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don.miller@hilton.com  
www.ism.ws/sites/  
hospitalitysupplymgmt

#### New York/New Jersey Forum

Ann Marie Wayne, C.P.M.  
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amwayne@chsbuffalo.org  
www.ismnynj.org

#### Petroleum Forum

Michael R. Zakarian  
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michael.zakarian@bp.com  
www.ism.ws/sites/petrolforum

#### Pharmaceutical Forum

William A. Stirling, C.P.M.  
Bristol Myers Squibb  
william.stirling@bms.com  
www.ism.ws/sites/Pharmforum

#### Southwest Forum

Mary E. Walker, CPSD, C.P.M.,  
A.P.P.  
marwil.walk@verizon.net  
www.ismswscf.org

#### Steel Buyers Forum

David H. Schwind, C.P.M.  
Custom Steel Processing  
dschwind@customsteelpro.com  
www.ism.ws/sites/steel/  
Officers.htm

#### Utility Purchasing Management Group Forum

Russ Steward  
Tennessee Valley Authority  
info@upmg.com  
www.upmg.com

For a complete listing of Group and Forum Officers, go to the ISM website ([www.ism.ws](http://www.ism.ws)) and select Members Only — Affiliates, Groups & Forums — and then Group and Forum Officers.

#### To access an ISM Group or Forum Website:

1. Go to **www.ism.ws**.
2. Select **Members Only**.
3. Select **Affiliates, Groups & Forums**.
4. Select **Groups & Forums Websites**.
5. Then select the **Group or Forum** of your choice.

#### To access an ISM Discussion Forum:

1. Go to **www.ism.ws**.
2. Select **Members Only**.
3. Select **Discussion Forums**.
4. Select **Enter the Discussion Forums**.
5. Select the **Discussion Forum** of your choice.

Consider the benefits of belonging to one of ISM's Groups or Forums. Complete the enrollment form on page 14 and return it to ISM or enroll online at [www.ism.ws](http://www.ism.ws) — Members Only — Affiliates, Group & Forums — and then Group/Forum Enrollment Form. You will be added to the membership roster of the Group or Forum you selected.

# About ISM's Groups and Forums

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## GROUPS

ISM Groups are composed of members with common interests in education and networking. Group membership is **open** to all ISM regular and direct members.

### Chemical Group

Supply management professionals from chemical, drug, pharmaceutical and allied product companies.

### Electronic Supply Management Group

Composed of members who have an interest in all types of supply management opportunities on the Internet.

### Federal Acquisition and Subcontract Management Group

Network on governmental control of the procurement and subcontract management process and members' influence on its dominance.

### Global Group

Composed of members who have supply management responsibility for global products and services.

### Healthcare Group

Purchasing and supply management for hospitals and other healthcare institutions; supply management professionals for manufacturers and distributors of healthcare products and services.

### Indirect-MRO Group

Supply management professionals involved in the procurement of indirect materials and MRO supplies versus the raw materials directly contained in the finished product.

### Logistics and Transportation Group

Composed of members who have transportation or logistics services responsibilities.

### Materials Management Group

Promotes the proper use of the management of materials and services in the corporate structure through training, education and professional promotion.

### Northeast Supply Management Group

Composed of members who have an interest in the interchange of ideas and knowledge that are specific to industries and commodities in the northeastern United States.

### Services Group

Promotes a focus on providing best practices information to its members who are in services industries or who buy services.

### Supplier Diversity Group

To educate and offer guidance regarding development and/or implementation of meaningful minority supply management programs providing business opportunities for minority- and women-owned firms.

### Supplier Management Group

Provides an educational network for communication among members who have formed or are forming supplier management organizations and gives them the opportunity to understand the strategies behind the formation of supplier management organizations and the direct comparison of quantitative and qualitative data.

### Supply Chain Risk Management Group

Promotes increased understanding of the importance of risk management in supply chain management and provides information on approaches and techniques to help supply chain professionals improve their ability to manage risk.

### Women in Leadership Group

Provides an opportunity to educate members and companies on how to better develop and advance women within the supply management profession.

## FORUMS

ISM Forums are composed of members who are employed in a specific sector and come together for the sole purpose of exchanging information and ideas about supply management in that sector. Forum membership is **limited**.

### Hospitality Supply Management Forum

Supply management professionals, including food service supply managers, in the hospitality sector.

### New York/New Jersey Forum

Represents members of ISM who are members of affiliates in New York and New Jersey.

### Petroleum Forum

Supply management professionals who work for refining companies and petroleum product producers.

### Pharmaceutical Forum

Composed of members having supply management responsibility within the research-based pharmaceutical and biotech industry.

### Southwest Forum

Represents those members of ISM in the area encompassing Arizona, California, Colorado, Kansas, Louisiana, Nevada, New Mexico, Oklahoma, Texas and Utah, and is committed to provide the highest level of educational development opportunities to every purchasing and supply management professional within this geographic area.

### Steel Buyers Forum

Supply management professionals who work with the steel industry, steel buyers and local steel buyers' groups to promote a better understanding of the steel buying function.

### Utility Purchasing Management Group Forum

Officers, managers and employees of gas and electric utilities who are directly involved in purchasing or supply management.

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**If you are interested in volunteering  
for a leadership position in an ISM Group  
or Forum, please contact Jan Miller  
at 800/888-6276, extension 3113, or  
via e-mail at [jmiller@ism.ws](mailto:jmiller@ism.ws).**

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# ISM Special-Interest Group/Forum Enrollment Form

*Groups and Forums offer their members the opportunity to promote the interchange of ideas and discussion of mutual problems in their special area of interest.*

*To become a member of a special-interest Group or Forum, mark an "X" by the category that best represents your industry.*

## GROUPS

ISM Groups are composed of members with common interests in education and networking. Group membership is open to all ISM Regular and Direct members.

- |                                                                         |                                                       |                                                       |
|-------------------------------------------------------------------------|-------------------------------------------------------|-------------------------------------------------------|
| <input type="checkbox"/> Chemical                                       | <input type="checkbox"/> Indirect-MRO                 | <input type="checkbox"/> Supplier Diversity           |
| <input type="checkbox"/> Electronic Supply Management                   | <input type="checkbox"/> Logistics and Transportation | <input type="checkbox"/> Supplier Management          |
| <input type="checkbox"/> Federal Acquisition and Subcontract Management | <input type="checkbox"/> Materials Management         | <input type="checkbox"/> Supply Chain Risk Management |
| <input type="checkbox"/> Global                                         | <input type="checkbox"/> Northeast Supply Management  | <input type="checkbox"/> Women in Leadership          |
| <input type="checkbox"/> Healthcare                                     | <input type="checkbox"/> Services                     |                                                       |

## FORUMS

ISM Forums are composed of members who are employed in a specific sector and come together for the sole purpose of exchanging information and ideas about supply management in that specific sector. Forum membership is limited.

- |                                                        |                                         |                                                              |
|--------------------------------------------------------|-----------------------------------------|--------------------------------------------------------------|
| <input type="checkbox"/> Hospitality Supply Management | <input type="checkbox"/> Pharmaceutical | <input type="checkbox"/> Utility Purchasing Management Group |
| <input type="checkbox"/> New York/New Jersey           | <input type="checkbox"/> Southwest      |                                                              |
| <input type="checkbox"/> Petroleum                     | <input type="checkbox"/> Steel Buyers   |                                                              |

*After submitting this form, your name will be added to the appropriate Group/Forum membership roster.*

ISM Member Number: \_\_\_\_\_

Mr. \_\_\_\_ Mrs. \_\_\_\_ Ms. \_\_\_\_ Dr. \_\_\_\_

First Name: \_\_\_\_\_ M.I.: \_\_\_\_\_ Last Name: \_\_\_\_\_

☐ CPSM ☐ CPSD ☐ C.P.M. ☐ A.P.P.

Organization Name: \_\_\_\_\_ Business Title: \_\_\_\_\_

Mailing Address: Business \_\_\_\_ or Home \_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP Code (+ four): \_\_\_\_\_ - \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-Mail: \_\_\_\_\_

### Enrollment Options

#### Online —

Go to the ISM website ([www.ism.ws](http://www.ism.ws)) and select Members Only — Affiliates, Group & Forums — and then Group/Forum Enrollment Form. Choose the Group or Forum you want to join, enter your ISM ID Number and contact information, and then click on the Send Form button.

#### Complete this form —

**Mail:** ISM Affiliate Support, P.O. Box 22160, Tempe, AZ 85285-2160 or **Fax:** +1 480/752-7890